

U P District Headquarters Proposal Preparation



(These slides are presented as a training tool for information only. The solicitation documents govern in the event of a discrepancy.)



U P District Headquarters Proposal Preparation



**U.S. ARMY CORPS OF ENGINEERS
AFGHANISTAN ENGINEERING
DISTRICT
OPERATION ENDURING FREEDOM**





DIRECTIONS FOR SUBMITTING PROPOSALS

**Offers must be in sealed envelopes/packages,
marked and addressed as follows:**

MARK PACKAGES:

Solicitation No. W5J9JE-10-R-00??

Offer Closing Date: ?? XXX 2010

Offer Closing Time: 4:00 PM, Kabul Time

ADDRESS PACKAGES TO:

U.S. Army Corps of Engineers (USACE)

Afghanistan Engineer District (AED)

Qalaa House, Kabul, Afghanistan

Attention: ????????





Separate Packages

\$ PRICE PROPOSAL

TECHNICAL PROPOSAL





Three-Ring Binders are preferred
Please do not use spiral bound
binders





Organization of Proposal Packages



Copy 1

Original

TECHNICAL



Copy 1

Original

PRICE





PLEASE DO NOT SEND LOOSE PAPERS OR CD's...





Use TABS that match the Table of Contents...





FILES AVAILABLE ON

<http://www.aed.usace.army.mil/contracting.asp>

- RFP & Amendments
- Questions and Answers
- Other information such as this Pre-proposal Conference



Lowest Priced Technically Acceptable (LPTA)

The Government will select the offer that represents the lowest price/technically acceptable proposal. An initial price analysis will be conducted on the offeror's prices using techniques pursuant to FAR 15.404-1(b) and in accordance with the solicitation. The total contract price of each offeror will be compared to that of other offerors received in response to the solicitation and to the Independent Government Estimate. As part of the analysis of overall prices, the Government will perform a realism analysis for the purpose of measuring each offeror's understanding of the requirements and to assess the risk inherent in an offeror's proposal. Total prices that are either 25% or more below the Independent Government Estimate or 25% or more below the average of all offers received will be considered to be unrealistically low for the work to be performed and to indicate a lack of understanding of the requirement and to present an unacceptable performance risk. Overall prices that are either 25% or more above the Independent Government Estimate or 25% or more above the average of all prices received in response to the solicitation will be considered to be unreasonably high. Proposals with total prices that fail this initial price analysis will not be considered further because they are ineligible for award under this criteria of the solicitation as either unrealistic or as unreasonable.



PRICE PROPOSAL and Administrative Submission VOLUME 2

TAB	CONTENTS OF THE PRICE PROPOSAL
A	The SF1442 and Acknowledgement of Amendments
B	Section 00010, Pricing Schedule, Coefficient Pricing Schedule
C	Section 00600 Representation, Certification, and Other Statements of Offerors
D	Proposal Data Sheet and JV Agreement, if applicable
E	JV Agreement, if applicable.



PRICE PROPOSAL

Proposal Cover Sheet

- Solicitation Number
- Name , Address, Telephone Number of the Firm
- Statement Accepting all terms and conditions
- Names , Addresses, Telephone Numbers of people authorized to negotiate for the Firm with the Government
- Name and Title of person or persons authorized to sign the document



PRICE PROPOSAL COVER SHEET...

SOLICITATION W5J9JE-10-R-00??

KABUL SUPER DUPER GUYS CO. (KSDGCO)
1 KABUL STREET HOUSE # 1000
KABUL, AFGHANISTAN

KSPCO understands and accepts all the terms and conditions as outlined in this solicitation.

Mr. Sayed Mohammad(Manager), Eng. Ahmed Mohammad (Senior Engineer)and Mr. Salim Fatah(President) are authorized to negotiate for this firm. His address is 2 Kabul St. House # 1001, Kabul, Afghanistan Phone Number 079-079-0079

Mr. Salim Fatah(President) is the only person authorized to sign this contract



PRICE PROPOSAL

TAB A :

SF 1442 and Acknowledgement of Amendments

- SF 1442 First 2 Pages signed
- Amendments listed and signed



PRICE PROPOSAL

SOLICITATION, OFFER, AND AWARD (Construction, Alteration, or Repair)		1. SOLICITATION NO. W917PM-09-R-0058	2. TYPE OF SOLICITATION <input type="checkbox"/> SEALED BID (IFB) <input checked="" type="checkbox"/> NEGOTIATED (RFP)	3. DATE ISSUED 15-Apr-2009	PAGE OF PAGES 1 OF 365
IMPORTANT - The "offer" section on the reverse must be fully completed by offeror.					
4. CONTRACT NO.		5. REQUISITION/PURCHASE REQUEST NO.		6. PROJECT NO.	
7. ISSUED BY AFGHANISTAN ENGINEER DISTRICT US ARMY CORPS OF ENGINEERS WABU APO AE 09356		CODE W917PM	8. ADDRESS OFFER TO (If Other Than Item 7) CODE See Item		
TEL:		FAX:	TEL:		
9. FOR INFORMATION CALL:		A. NAME RICHARD J PECORARO	B. TELEPHONE NO. (Include area code) (NO COLLECT CALLS)		
SOLICITATION					
NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder".					
10. THE GOVERNMENT REQUIRES PERFORMANCE OF THE WORK DESCRIBED IN THESE DOCUMENTS (Title, Identifying no., date): US Government intends to award one Firm-Fixed Price contract for a project is to design and construct a 1640-man installation in support of the Afghan National Army (ANA), located adjacent to the ANA Garrison at Gardez, Afghanistan. The estimated cost of this project is between \$25,000,000.00 and \$100,000,000.00 for the Base items with one optional item. The NAICS Code associated with this project is 236220. The award of this contract will be made in accordance with the Federal Acquisition Regulation (FAR) part 15. The award will be made after review and evaluation of both Technical and Price proposals on a Best-Value basis. The point of contact for this Solicitation is Mr. Richard J. Pecoraro, Contract Specialist at email address: Richard.J.Pecoraro@usace.army.mil					
11. The Contractor shall begin performance within <u>7</u> calendar days and complete it within <u>420</u> calendar days after receiving <input type="checkbox"/> award, <input checked="" type="checkbox"/> notice to proceed. This performance period is <input checked="" type="checkbox"/> mandatory, <input type="checkbox"/> negotiable. (See 52.211-10 _____.)					
12 A. THE CONTRACTOR MUST FURNISH ANY REQUIRED PERFORMANCE AND PAYMENT BONDS? (If "YES," indicate within how many calendar days after award in item 12B.) <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO				12B. CALENDAR DAYS	
13. ADDITIONAL SOLICITATION REQUIREMENTS: A. Sealed offers in original and <u>2</u> copies to perform the work required are due at the place specified in item 8 by 05:00 PM (hour) local time <u>16 May 2009</u> (date). If this is a sealed bid solicitation, offers must be publicly opened at that time. Sealed envelopes containing offers shall be marked to show the offeror's name and address, the solicitation number, and the date and time offers are due. B. An offer guarantee <input type="checkbox"/> is, <input checked="" type="checkbox"/> is not required. C. All offers are subject to the (1) work requirements, and (2) other provisions and clauses incorporated in the solicitation in full text or by reference. D. Offers providing less than <u>120</u> calendar days for Government acceptance after the date offers are due will not be considered and will be rejected.					



PRICE PROPOSAL

SOLICITATION, OFFER, AND AWARD (Continued)									
(Construction, Alteration, or Repair)									
OFFER (Must be fully completed by offeror)									
14. NAME AND ADDRESS OF OFFEROR (Include ZIP Code)					15. TELEPHONE NO. (Include area code)				
					16. REMITTANCE ADDRESS (Include only if different than Item 14)				
					See Item 14				
CODE		FACILITY CODE							
17. The offeror agrees to perform the work required at the prices specified below in strict accordance with the terms of this solicitation, if this offer is accepted by the Government in writing within _____ calendar days after the date offers are due. (Insert any number equal to or greater than the minimum requirements stated in Item 13D. Failure to insert any number means the offeror accepts the minimum in Item 13D.)									
AMOUNTS		SEE SCHEDULE OF PRICES							
18. The offeror agrees to furnish any required performance and payment bonds.									
19. ACKNOWLEDGMENT OF AMENDMENTS (The offeror acknowledges receipt of amendments to the solicitation - give number and date of each)									
AMENDMENT NO.									
DATE									
20A. NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER (Type or print)					20B. SIGNATURE			20C. OFFER DATE	
AWARD (To be completed by Government)									
21. ITEMS ACCEPTED:									
22. AMOUNT		23. ACCOUNTING AND APPROPRIATION DATA							
24. SUBMIT INVOICES TO ADDRESS SHOWN IN (4 copies unless otherwise specified)				ITEM		25. OTHER THAN FULL AND OPEN COMPETITION PURSUANT TO <input type="checkbox"/> 10 U.S.C. 2304(c) <input type="checkbox"/> 41 U.S.C. 253(c)			
26. ADMINISTERED BY		CODE		27. PAYMENT WILL BE MADE BY:			CODE		
CONTRACTING OFFICER WILL COMPLETE ITEM 28 OR 29 AS APPLICABLE									
<input type="checkbox"/> 28. NEGOTIATED AGREEMENT (Contractor is required to sign this document and return _____ copies to issuing office.) Contractor agrees to furnish and deliver all items or perform all work, requirements identified on this form and any continuation sheets for the consideration stated in this contract. The rights and obligations of the parties to this contract shall be governed by (a) this contract award, (b) the solicitation, and (c) the clauses, representations, certifications, and specifications or incorporated by reference in or attached to this contract.					<input type="checkbox"/> 29. AWARD (Contractor is not required to sign this document.) Your offer on this solicitation, is hereby accepted as to the items listed. This award consummates the contract, which consists of (a) the Government solicitation and your offer, and (b) this contract award. No further contractual document is necessary.				
30A. NAME AND TITLE OF CONTRACTOR OR PERSON AUTHORIZED TO SIGN (Type or print)					31A. NAME OF CONTRACTING OFFICER (Type or print)				
30B. SIGNATURE					30C. DATE		31B. UNITED STATES OF AMERICA BY		
							31C. AWARD DATE		



PRICE PROPOSAL

TAB B :

Representations and Certifications and Other Statements of Offerors

- CCR Registration
- Duns Number/Cage Code
- ORCA Registration if available
- Filled Out Clauses such as Third Country Nations listing
- JV- Both parties fill out information



PRICE PROPOSAL

TAB C : IF APPLICABLE

Joint Venture Agreement Form

- Signed by both parties
- Specifies who is controlling partner and what % they control
- Only an official document by authorized persons
- What are each companies responsibilities?
- Indicate if JV is not complete yet and what stage it is in.



PRICE PROPOSAL

TAB D : Price Proposals

- CLIN 0001 -
- CLIN 00102 – New Construction UPB – Overtime
- CLIN 00103 – Repair UPB – Normal Work Hours
- CLIN 00104 – Repair UPB – Overtime
- CLIN 0009 – Non Prepriced Construction
- CLIN 0010 – DBA Insurance



Technical Proposal VOLUME 1

TAB	FACTOR	CONTENTS OF THE TECHNICAL PROPOSAL
TAB A	Factor #1	EXPERIENCE
TAB B	Factor #2	RESOURCES (Key Personnel & Capacity)
TAB C	Factor #3	MANAGEMENT and PERFORMANCE MANAGEMENT (Management Plan, Capacity Development, Prompt Payment, DBA & Performance of work by the Contractor)
TAB D	Factor #4	SECURITY
TAB E	Factor #5	PAST PERFORMANCE





Technical Proposal

TAB A - FACTOR 1 TECHNICAL

Page Limitations...

- Factor 1, Experience – Limited to 5 pages.
 - Factor 2, RESOURCES – Limited to 1 page for each resume provided and 3 pages to discuss Capacity.
 - Factor 3, MANAGEMENT and PERFORMANCE – Limited to 10 pages.
 - Factor 4, SECURITY – Limited to 2 pages.
 - Factor 5, Past Performance – Limited to 6 pages
- Pages submitted which exceed limitations listed above will not be evaluated. Tables of content, proposal cover letters, and tabs between proposal information do not count toward any page limitations in the proposal.



Technical Proposal

TAB A - FACTOR 1 EXPERIENCE

Demonstrate the experience of the Offeror and/or the proposed team, including sub-contractors, on projects that are the same or similar to that described in the solicitation for site-adapt, design-build construction work.



Technical Proposal

TAB B – FACTOR 2 RESOURCES

**There are two subfactors
associated with FACTOR 2...**

- Subfactor A – Key Personnel
- Subfactor B – Capacity



Technical Proposal

TAB B - FACTOR 2 RESOURCES, Subfactor A Key Personnel

Project Manager for Design
Project Manager for Construction
Safety Officer
Quality Control Manager
Project Scheduler
Senior Electrical Engineer
Senior Mechanical Engineer
Senior Civil Engineer
Construction Superintendent



Technical Proposal

TAB B - FACTOR 2 RESOURCES, Subfactor B Capacity

The offeror shall demonstrate his/her ability to take on this additional project to include management resources, equipment (owned or rented), and financial capability to fully execute the project. The contractor shall also demonstrate that if the project schedule slips how additional resources (management, labor, and equipment) could be provided in a timely manner to ensure completion in accordance with the performance period.



Technical Proposal

TAB C - FACTOR 3 MANAGEMENT & PERFORMANCE

**There are five subfactors
associated with FACTOR 3...**

- Subfactor A – Management Plan
- Subfactor B – Capacity Development
- Subfactor C – Prompt Payment
- Subfactor D – DBA Insurance
- Subfactor E – Performance of work by the Contractor



Technical Proposal

TAB C - FACTOR 3 MANAGEMENT & PERFORMANCE Subfactor 1, Management Plan

Describe in detail your proposed plan for managing all phases of this project throughout construction execution to completion and project turnover, ensuring you maintain schedule in accordance with the specified performance period. Provide a list of your major subcontractors and the features of work each will accomplish and whether or not you have previously teamed with your firm. Provide a letter of commitment from each subcontractor indicating their availability and intent to perform work on this project and the labor, equipment, and resources they will bring to the project.



Technical Proposal

TAB C - FACTOR 3 MANAGEMENT & PERFORMANCE Subfactor 2, Capacity Development

The offeror shall provide an Afghan Capacity Development Plan. This plan must demonstrate how the offeror will promote the education and skills development of Afghan citizens. The offeror must also submit a copy of the form found at the end of this section entitled “Afghan Capacity Development”.



Technical Proposal

TAB C - FACTOR 3 MANAGEMENT & PERFORMANCE Subfactor 3, Prompt Payment

The Offeror must demonstrate how they plan to enforce the prompt payment requirements in accordance with Technical Specification Section 01060 Special Contract Requirements - Prompt Payment of Subcontractors.



Technical Proposal

TAB C - FACTOR 3 MANAGEMENT & PERFORMANCE Subfactor 4, DBA Insurance

The offeror must provide a detailed narrative demonstrating how they intend to meet the DBA Insurance requirements in accordance with Technical Specification Section 01060 Special Contract Requirements.



Technical Proposal

TAB C - FACTOR 3 MANAGEMENT & PERFORMANCE Subfactor 5, Performance of work by the contractor

The offeror must demonstrate how they will achieve the stated percentage of work in accordance with Contract Clause 52.236-1 Performance of Work by the Contractor (Apr 1984).



Technical Proposal

TAB D; FACTOR 4 SECURITY PLAN

The Offeror must provide a detailed/comprehensive Security Plan specific to the geographic area of the project location. The plan must demonstrate how the specific requirements documented in Technical Specification Section 01040 Titled: Security will be met.



Technical Proposal

TAB E; FACTOR 5 PAST PERFORMANCE

For past performance, the offeror must provide a list of all projects currently underway and letters of recommendation, commendations, and/or awards on projects, which demonstrate construction experience. In addition, “Past Performance” forms, attached at the end of this section, must be submitted in response to this factor. All blocks must be filled in and all data must be accurate, current, and complete. A minimum of three (3), but no more than five (5), references must be on projects at least 50% underway or completed within the last three (3) years. At least one (1) reference must refer to a project that has been completed in the province in which the solicitation project is located.



QUESTIONS

Submit questions related to
Solicitations in writing by 5 February 2010

All questions will be submitted to:
charles.e.sontag@usace.army.mil

Please include the solicitation number, and project title with
your questions.

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